

Q1 FY'2015- Presentation

8th Aug 2014



THE **POWER** TO TRANSFORM



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FINANCIALS Q1 FY15-STANDALONE

Particulars (Rs. in Lacs)	Q1 FY' 2015	Q1 FY' 2014	FY'2014
Net Sales/Income from Operations	14,673	8,492	71,826
Other Income	66	45	406
Total Revenue	14,739	8,537	72,232
<u>Expenditure</u>			
Cost Of Goods Sold	11,668	7,332	59,302
Employee Cost	564	513	2,375
Other Expenditure	1,277	1,428	6,528
Depreciation	276	227	928
Finance Cost	819	359	2,333
PBT	135	(1,322)	766
Tax	44	(429)	286
PAT	91	(893)	480
EBIDTA	1,230	(736)	4,027
EBIDTA Margins	8%	(9%)	6%
PAT Margin	1%	(11%)	1%

■ HIGHLIGHTS OF THE Q1 FY 2015



- The Company has been awarded the order for supply of EHV class transformers for 220kV and above class of transformers aggregating to 5590 MVA and amounting to Rs. 161 Crores from Gujarat Energy Transmission Corporation Limited (GETCO).
- Received Utility order for 02 nos. 500MVA and 04 nos 200 MVA/400 KV transformers through one of the EPC.
- Received order for Metro Railway for 08 nos 45 MVA/66 Kv and 02 nos 45 MVA/220 Kv class transformers
- Company has secured order for 12 nos 1.5 MVA and 03 nos 10 MVA transformers for Solar Project.
- Received first order from EPC's for 02 nos 20 MVA/132 Kv class transformers for HSIIDC Projects.
- Received order for 02 nos 18 MVA generator transformers for Philippines project.
- Export order for Nigeria - 01 nos 60 MVA/132 Kv class.

- During the quarter the Company achieved total revenue of Rs. 146.73 Crores as compared to Rs. 84.92 Crores during Q1 FY2014. Thus achieving growth of 73% on QoQ basis.
- During Q1 FY15, the Company reported EBIDTA of Rs.12.30 Crores as compared EBIDTA loss of Rs 7.36 Crores during Q1 FY14.
- The Company has order book of 14,174 MVA amounting to Rs.467.27 Crores as on 1st Aug, 2014.
- Due to change in depreciation rates as per new Companies Act, depreciation remained higher by Rs. 49 Lacs during the quarter.

FINANCIAL PERFORMANCE

STANDALONE (Qtr – On – Qtr)

Particulars (Rs. In Lacs)	Q1 FY 2015	Q1 FY 2014	FY'2014
Sales	14673	8492	71826
EBIDTA	1230	(736)	4027
PBT	135	(1322)	766
PAT	91	(893)	480

PRODUCTION & SALES

Particulars	Q1 FY'2015	Q1 FY'2014	FY'2014
Revenue	14673	8492	71826
Production (MVA)	3468	3119	20650
Sales (MVA)	2880	3538	20210

SALES BREAKUP – CUSTOMER SEGMENTS

The break-up of the sales achieved by the company between industrial segment (including furnace, rectifier, power and distribution transformers) and utility segment (SEBs, PGCIL and NTPC) is as under:

	Q1 FY'2015		Q1 FY'2014		FY'2014	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Utilities (SEBs, PGCIL and NTPC)	11270	77%	4752	56%	56421	79%
Industrial	3403	23%	3740	44%	15405	21%
Total	14673	100%	8492	100%	71826	100%

IN-HOUSE TESTING CAPACITIES



- State of the art testing facilities to perform all routine and special tests, available at each plant.
- Includes 1200 KVA impulse generation for carrying out impulse test, Capacitor Bank for load loss test, voltage divider for high voltage test, heat run test, etc.
- Moraiya unit equipped to test Transformers up to 1200 KV class, except for Short Circuit Test , which is outsourced by all Indian Transformer Manufacturers.
- Every Transformer is 100% Tested before dispatch.

We believe quality endorses the operational integrity of our brand



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Certification**

*Certification
Awarded to*

TRANSFORMERS & RECTIFIERS (INDIA) LTD.



SURVEY No. 427P/3-4 & 431P/1-2,
OPP. NOVA PETROCHEMICAL, SARKHEJ - BAVLA HIGHWAY,
POST: MORAIYA, TALUKA SANAND, DIST: AHMEDABAD - 382 213, GUJARAT, INDIA.

*Bureau Veritas Certification (India) Private Limited certify that the
Management System of the above organisation has been audited and found
to be in accordance with the requirements of the standards detailed below*

ISO 9001:2008 & ISO 14001:2004

SCOPE OF SUPPLY

DESIGN, MANUFACTURE & SERVICE OF POWER TRANSFORMERS
(Up to 500 MVA, 765kV Class), FURNACE TRANSFORMERS AND
CONVERTER DUTY TRANSFORMERS (UP TO 63 MVA, 33kV CLASS).

PERMITTED EXCLUSIONS (UNDER ISO 9001:2008)
Nil

Original Approval Date: 15 November 2011
Next Recertification Due Before: 16 August 2014

*Subject to the continued satisfactory operation of the organisation's Management System,
this certificate is valid until: 14 November 2014*

*To check this certificate validity please +91 22 6695 6300
call:*

*Further clarifications regarding the scope of this certificate and the applicability of the
Management System requirements may be obtained by consulting the organisation.*

Certificate Number: IND11.6803U/QE


R. K. SHARMA
 Director


Bureau Veritas Certification
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Certification / Managing Office Address: "Marwah Centre" 6th Floor, Krishanlal Marwah Marg,
Opp. Ansa Industrial Estate, Off Saki Vihar Road, Andheri (East), Mumbai - 400 072, India.



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Certificate Number: IND11.6803HS


R. K. SHARMA
 Director


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THE POWER TO TRANSFORM

NABL Accredited Test Lab



- Moraiya Plant Test Lab is accredited by NABL (National Accreditation Board for Testing and Calibration Laboratories); Highest recognition of competence given by the Department of Science and Technology, Government of India.



NABL
National Accreditation Board for
Testing and Calibration Laboratories
Department of Science & Technology, India

CERTIFICATE OF ACCREDITATION

**POWER TRANSFORMER TESTING LABORATORY,
TRANSFORMERS & RECTIFIERS (INDIA) LTD.**
has been assessed and accredited in accordance with the standard
ISO/IEC 17025:2005
"General Requirements for the Competence of Testing & Calibration Laboratories"
for its facilities at
Survey No.: 427P/3-4 & 431 P/1-2, Opp. Nova Petrochemical, Sarkhej Bavla Highway,
Post: Moraiya, Tal: Sanand, Dist, Ahmedabad, Gujarat
in the discipline of
ELECTRICAL TESTING

(To see the scope of accreditation of this laboratory, you may also visit NABL website www.nabl-india.org)

Certificate Number	T-2837		Valid Until	10/02/2016
Issue Date	11/02/2014			

This certificate remains valid for the Scope of Accreditation as specified in the annexure subject to continued satisfactory compliance to the above standard & the additional requirements of NABL.

Signed for and on behalf of NABL

 Jagat Patel Convenor	 Anil Relia Director	 Dr. T. Ramasami Chairman
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POWER OF

“WE”



2007-08



2009-10



2010-11



2011-12

Awarded with "Best Equipment Supplier" Award - 2011-2012 from one of the major utilities in Western India, GETCO (Gujarat Energy Transmission Company) for THE FOURTH TIME consequently. It is graded on five major parameters, in respect of Achieving stipulated delivery, After sales services, Quality of the product, Basic engineering and Quality of tender submission.



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THANK YOU